

Dept of Health  
and Welfare

\*\*\*\*

Send invoices to  
location listed  
below or as  
indicated in the  
comments field  
Boise, ID 83720-  
0036



Dept of Health  
and Welfare

THIS NUMBER  
MUST APPEAR  
ON ALL  
DOCUMENTS

Statewide Blanket Purchase  
Order

Contract Renewal - 01

Statewide  
Blanket  
Purchase  
Order

SBPO1190 -  
01

DELIVER TO: This bid has multiple  
delivery points. Click on the  
Multiple Delivery  
Points  
below to view the  
delivery points.  
Various, ID 83702

Date: **Tue Mar 08,  
2005**

F.O.B: **Destination**

Terms:

VENDOR: **MERIDIAN KSI**  
4465 Brookfield  
Corporate Drive  
Suite 201  
Chantilly, VA 20151  
Attn: Executive Vice  
President  
Vendor Nbr:  
P00000056288  
Emailed To:  
bvolk@meridianksi.com  
Phone: 703-322-9565  
Fax:  
Account Number:  
P00000056288

Contract From Date **Wed May 18, 2005**

Contract To Date: **Wed May 17, 2006**

RFQ#: **RFP01449**  
DOC#: **PREQ7625**

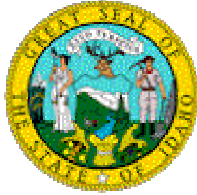
Buyer: **GREGORY D.  
LINDSTROM** 208-327-7359

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		479200.00
	Total:			479200.00

Blanket Comments:				
Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	CONTRACT FOR FURNINSHING ELEARNING SYSTEM, establish a Statewide Contract for a client-server based service per RFP01449. This is a jointly sponsored RFP by the Dept. of Labor and the Dept of Health & Welfare. ( 920-91 ) ( nt )	1 SYS	479200.00	479200.00
General Comments:	LEARNING MANAGEMENT and LEARNING CONTENT MANAGEMENT SYSTEMS CONTRACT SBPO01190 RENEWAL  This contract renewal and the provisions hereof are hereby made part of that certain State of Idaho contract number SBPO01190, for LEARNING MANAGEMENT and LEARNING CONTENT MANAGEMENT SYSTEMS dated MAY 18, 2004 for VARIOUS STATE OF IDAHO AGENCIES, INSTITUTIONS AND DEPARTMENTS, between MERIDIAN KSI as "Contractor" and the State of Idaho as "State." Contractor and State hereby agree as follows:			
	All of the terms and conditions contained in the Contract shall remain in full force and effect, except as expressly modified herein. The effective date of this renewal is MAY 18, 2005.			
	This contract is renewed for ONE (1) YEAR commencing MAY 18, 2005and expiring MAY 17, 2006. The same terms, conditions and prices prevail for the contract renewal period.			
	A new contract number has been assigned to this contract. It is located in the upper right hand corner, first page of this document. Please refer to this number on all transactions pertaining to this contract.			
	SIGNED AND DATED ACCEPTANCE LETTER FROM MERIDIAN KSI ON FILE AT THE DIVISION OF PURCHASING			
Instructions:				
Freight / Handling Included in Price				
		By: GREGORY D. LINDSTROM		

State of Idaho  
\*\*\*\*

Send invoices to  
the address listed  
below or as  
indicated in the  
comments or  
instructions field  
Boise, ID 83720-  
0075



State of Idaho

THIS NUMBER MUST  
APPEAR  
ON ALL DOCUMENTS

## Statewide Blanket Purchase Order

Statewide Blanket  
Purchase Order  
**SBPO1191 - 01**

### Contract Renewal - 01

#### DELIVER

TO: Dept of Labor  
317 Main Street  
Boise, ID 83735

Date: **Wed Mar 09, 2005**

F.O.B: **Destination**

Terms:

**VENDOR: MERIDIAN KSI**  
4465 Brookfield  
Corporate Drive  
Suite 201  
Chantilly, VA 20151  
Attn: Executive Vice  
President  
Vendor Nbr:  
P00000056288  
Emailed To:  
bvolk@meridianksi.com  
Phone: 703-322-9565  
Fax:  
Account Number:  
P00000056288

Contract From Date **Fri May 27, 2005**

Contract To Date **Fri May 26, 2006**

RFQ#: **RFQ04114**  
DOC#: **PREQ8061**

#### File(s) Attached:

- ☐ Meridian\_Idaho\_RFP\_hosted\_\_Cost\_040904.doc
- ☐ Optional\_Costs.doc

Buyer: **GREGORY D. LINDSTROM** 208-  
**327-7359**

Item No	Description	Quantity UOM	Unit Price	EXTENSION
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000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		1.00
	Total:			1.00
Blanket Comments:				
Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	CONTRACT FOR FURNISHING E-LEARNING SYSTEM, establish a Statewide Contract for a hosted service per RFP01449. This is a jointly sponsored RFP by the Dept. of Labor and the Dept. of Health & Welfare. ( 920-91 ) ( nt )	1 SYS	1.00	1.00
	Instr: Pricing per attached.			
General Comments:	<p>.....NOTICE OF STATEWIDE CONTRACT (SBPO) AWARD</p> <p>Contract for Learning Management and Learning Content Management Systems for various state of Idaho agencies, institutions, and departments.</p> <p>Contract Title:.....Learning Management and Learning Content Management System</p> <p>Contract Usage Type:.....Mandatory Use</p> <p>Public Agency Clause: .....Yes</p> <p>CONTRACT FOR FURNISHING E-LEARNING SYSTEM</p> <p>CONTRACT SBPO 1191 RENEWAL</p> <p>This contract renewal and the provisions hereof are hereby made part of that certain State of Idaho contract number SBPO 1191, for CONTRACT FOR FURNISHING E-LEARNING SYSTEM dated MAY 26, 2004 for VARIOUS STATE OF IDAHO AGENCIES, INSTITUTIONS AND DEPARTMENTS, between MERIDIAN KSI as "Contractor" and the State</p>			

	<p>of Idaho as "State." Contractor and State hereby agree as follows:</p> <p>All of the terms and conditions contained in the Contract shall remain in full force and effect, except as expressly modified herein. The effective date of this renewal is MAY 27 1, 2005.</p> <p>This contract is renewed for ONE (1) YEAR commencing MAY 27 1, 2005and expiring MAY 26, 2006. The same terms, conditions and prices prevail for the contract renewal period.</p> <p>A new contract number has been assigned to this contract. It is located in the upper right hand corner, first page of this document. Please refer to this number on all transactions pertaining to this contract.</p> <p>SIGNED AND DATED ACCEPTANCE LETTER FROM MERIDIAN KSI ON FILE AT THE DIVISION OF PURCHASING</p>
Instructions:	
<b>Freight / Handling Included in Price</b>	
	By: <b>GREGORY D. LINDSTROM</b>

**Bill To:**  
**Dept of Health and Welfare**  
 \*\*\*\*

Send invoices to location listed below or as indicated in the comments field  
 Boise, ID 83720-0036



Dept of Health and Welfare

THIS NUMBER MUST APPEAR ON ALL DOCUMENTS

**Statewide Blanket Purchase Order**  
**SBPO1190**

**Statewide Blanket Purchase Order**

**DELIVER TO:** This bid has multiple delivery points. Click on the "Required Multiple Delivery Points" button below to view the delivery points. Various, ID 83702

**Date:** Tue May 18, 2004

**F.O.B:** Destination

**Terms:**

**VENDOR:** **MERIDIAN KSI**  
 4465 Brookfield Corporate Drive  
 Suite 201  
 Chantilly, VA 20151  
 Attn: Executive Vice President  
 Email: bvolk@meridianksi.com  
 Phone: 703-322-9565

**Contract From Date** Tue May 18, 2004

Tue May 17, 2005

**Contract To Date:**

**RFQ#:** RFP01449

**DOC#:** PREQ7625

**Buyer:** MARK LITTLE 208 327 7359

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		479200.00
	Total:			479200.00
<b>Blanket Comments:</b>	<p><b>QUANTITIES:</b> The State of Idaho, Division of Purchasing can only give approximations of quantities and will not be held responsible for figures given in this document.</p> <p><b>Order Placement Address:</b>            ---Company Name:.....Meridian Knowledge Solutions, Inc.            ---Address:.....4465 Brookfield Corporate Drive, Suite 201            ---City, State, Zip:.....Chantilly, VA 20151</p> <p><b>Payment Address:</b>            ---Company Name:.....Meridian Knowledge Solutions, Inc.            ---Address:.....4465 Brookfield Corporate Drive. Suite 201</p>			

	---City, State, Zip:.....Chantilly, VA 20151			
	THIS CONTRACT, (including any files attached), CONSTITUTES THE STATE OF IDAHO'S ACCEPTANCE OF YOUR SIGNED BID, QUOTATION, OR OFFER (including any electronic bid submission), WHICH SUBMISSION IS INCORPORATED HEREIN BY REFERENCE AS THOUGH SET FORTH IN FULL.			
	In the event of any inconsistency, unless otherwise provided herein, such inconsistency shall be resolved by giving precedence in the following order:			
	1. This Statewide Blanket Purchase Order document.			
	2. The state of Idaho's original solicitation document, RFP01449 dated March 8, 2004.			
	3. The Contractor's signed offer dated April 8, 2004.			
	INVOICES MUST BE SENT TO THE IDAHO ORDERING AGENCY.			
Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	CONTRACT FOR FURNINSHING ELEARNING SYSTEM, establish a Statewide Contract for a client-server based service per RFP01449. This is a jointly sponsored RFP by the Dept. of Labor and the Dept of Health & Welfare. ( 920-91 ) ( nt )	1 SYS	479200.00	479200.00
General Comments:	.....NOTICE OF STATEWIDE CONTRACT (SBPO) AWARD			
	Contract for Learning Management and Learning Content Management Systems for various state of Idaho agencies, institutions, and departments. The Division of Purchasing or the requisitioning agency will issue individual releases (delivery or purchase orders) against this Master Contract on an as needed basis. This contract will be for one (1) year with four (4) additional one (1) year renewal options by mutual agreement for a total of five (5) years.			
	Contract Title:..... Learning Management and Learning Content Management Systems			
	Contract Usage Type:.....Mandatory Use			
	Public Agency Clause: .....Yes			
	Contract Administration:....Mark Little			
	---Phone Number:.....208-327-7465			
	---E-Mail:.....mlittle@adm.state.id.us			
	Contractor's Primary Contact			
	---Attn:.....Elizabeth T Volk			
	---Address:.....4465 Brookfield Corporate Drive, Suite 201			
	---City, State, Zip:.....Chantilly, VA 20151			
	Phone Number:.....(703) 322-9565			
	Fax Number:.....(703) 322-9568			
	E-Mail:.....bvolk@meridianksi.com			

	<b>CONTRACTOR:</b> Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.
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**Instructions:**

**Freight / Handling Included in Price**

**1: Questions are due no later than the date indicated in Section One of the RFP. DO NOT SUBMIT ELECTRONIC RESPONSES TO THIS RFP. RATHER, SUBMIT MANUAL RESPONSES PER THE INSTRUCTIONS CONTAINED IN THE RFP.**

By: **MARK LITTLE**

**Bill To:**

**State of Idaho**

\*\*\*\*

**Send invoices to the address listed below or as indicated in the comments or instructions field  
Boise, ID 83720-0075**



State of Idaho

THIS NUMBER MUST  
APPEAR  
ON ALL DOCUMENTS

**Statewide Blanket Purchase Order**

**Statewide Blanket  
Purchase Order  
SBPO1191**

**DELIVER TO:** Dept of Labor  
317 Main Street  
Boise, ID 83735

**Date:** Wed May 26, 2004

**F.O.B:** Destination

**Terms:**

**VENDOR:** MERIDIAN KSI  
4465 Brookfield Corporate Drive  
Suite 201  
Chantilly, VA 20151  
Attn: Executive Vice President  
Email: bvolk@meridianksi.com  
Phone: 703-322-9565

**Contract From Date** Thu May 27, 2004

Thu May 26, 2005

**Contract To Date:**

**RFQ#:** RFQ04114

**DOC#:** PREQ8061

**File(s) Attached:**



**Meridian\_Idaho\_RFP\_hosted\_\_Cost\_040904.doc**



**Optional\_Costs.doc**

**Buyer:** MARK LITTLE 208 327  
7359

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		0.00
	Total:			0.00

Blanket Comments:	<p>QUANTITIES: The State of Idaho, Division of Purchasing can only give approximations of quantities and will not be held responsible for figures given in this document.</p> <p>Order Placement Address:  ---Company Name:.....Meridian Knowledge Solutions, Inc.  ---Address:.....4465 Brookfield Corporate Drive, Suite 201  ---City, State, Zip:.....Chantilly, VA 20151</p> <p>Payment Address:  ---Company Name:..... Meridian Knowledge Solutions, Inc  ---Address:..... 4465 Brookfield Corporate Drive, Suite 201  ---City, State, Zip:..... Chantilly, VA 20151</p> <p>THIS CONTRACT, (including any files attached), CONSTITUTES THE STATE OF IDAHO'S ACCEPTANCE OF YOUR SIGNED BID, QUOTATION, OR OFFER (including any electronic bid submission), WHICH SUBMISSION IS INCORPORATED HEREIN BY REFERENCE AS THOUGH SET FORTH IN FULL.</p> <p>In the event of any inconsistency, unless otherwise provided herein, such inconsistency shall be resolved by giving precedence in the following order:</p> <ol style="list-style-type: none"> <li>1. This Statewide Blanket Purchase Order document.</li> <li>2. The state of Idaho's original solicitation document.</li> <li>3. The Contractor's signed bid, quotation, or offer.</li> </ol>
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Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	CONTRACT FOR FURNISHING E-LEARNING SYSTEM, establish a Statewide Contract for a hosted service per RFP01449. This is a jointly sponsored RFP by the Dept. of Labor and the Dept. of Health & Welfare. ( 920-91 ) ( nt )	1 SYS	0.00	0.00
	Instr: Pricing per attached.			

General Comments:	<p>.....NOTICE OF STATEWIDE CONTRACT (SBPO) AWARD</p> <p>Contract for Learning Management and Learning Content Management Systems for various state of Idaho agencies, institutions, and departments. The Division of Purchasing or the requisitioning agency will issue individual releases (delivery or purchase orders) against this Master Contract on an as needed basis. This contract will be for one (1) year with four (4) additional one (1) year renewal option by mutual agreement for a total of five (5) years.</p> <p>Contract Title:.....Learning Management and Learning Content</p>
-------------------	---

	<p><b>Management System</b>  <b>Contract Usage Type:.....Mandatory Use</b>  <b>Public Agency Clause: .....Yes</b>  <b>Contract Administration:....Mark Little</b>  <b>---Phone Number:.....208-327-7465</b>  <b>---E-Mail:.....mlittle@adm.state.id.us</b></p> <p><b>Contractor's Primary Contact</b>  <b>---Attn:.....Elizabeth T Volk</b>  <b>---Address:.....4465 Brookfield Corporate Drive, Suite 201</b>  <b>---City, State, Zip:.....Chantilly, VA 20151</b>  <b>Phone Number:.....703/ 322-9565</b>  <b>Fax Number:.....703/ 322-9568</b>  <b>E-Mail:.....bvolt@meridianksi.com</b></p> <p><b>CONTRACTOR: Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.</b></p>
<b>Instructions:</b>	
<b>Freight / Handling Included in Price</b>	
	By: <b>MARK LITTLE</b>



## 1.0 COST PROPOSAL

Meridian Knowledge Solutions, Inc. is pleased to submit this cost proposal to support the State of Idaho in providing and implementing our Knowledge Centre LMS for your training administration and organizational learning needs.

For additional, uniquely branded sites, each additional license will be a flat fee of \$40,000. Total user count is attributed to the base license, not the derivative site.

1.1. For Hosted Solution – Please provide a FIRM FIXED COST TO provide both a Hosted LMS (section 1.1.a. below) and an LCMS (section 1.1.b. below) per the following:

a. LMS

For evaluation purposes only please provide a lump sum cost for providing access to:

Up to 2500 users or 750 concurrent users per year \$/user\_\_\$22.10\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 5000 users or 1200 concurrent users per year \$/user\_\_\$16.05\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 10,000 users or 2500 concurrent users per year \$/user\_\_\$11.03\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 15,000 users or 3500 concurrent users per year \$/user\_\_\$8.35\_\_ or

\$/concurrent user \_\_\_\_\_

more than 15,000 will be negotiated

For evaluation purposes only, use the numbers in the “user” category.

	Price/User	Users	Annual Cost
Year 1	\$__22.10__ X	2,500	= \$__55,250__
Year 2	\$__16.05__ X	5,000	= \$__80,250__
Year 3	\$__11.03__ X	10,000	= \$__110,300__
Year 4	\$__8.35__ X	13,000	= \$__108,550__
Year 5	\$__8.35__ X	15,000	= \$__125,250__

TOTAL 5-YEAR COST: \$\_\_479,600\_\_ This is the fixed cost which the State will use to evaluate proposals for LMS cost.



This cost does not include the following support items or direct labor support for implementation/customization.

Support Item	Cost
Workbook Session and Project Planning,	\$20,000*
Implementation, Configuration, Testing, Beta Test support	\$55,000
Customizations and Prototype	TBD**
Training and Installation	\$12,000***
Travel (2 people, 2 trips, est.)	\$10,000
<b>Total (includes est. recommended allocation for customizations)</b>	<b>\$137,000</b>

\*Two day kickoff/workbook session with state stakeholders on Idaho site.

\*\*Customizations/integration support may vary widely by agency. It may be as little as \$10,000 for an agency, to as much as \$150,000 depending upon the extent we need to incorporate an agency's business rules, etc. Customizations can be provided on T&M basis using our standard GSA labor categories. Based on Idaho requirements, Meridian recommends Idaho allocate \$40,000 for customizations.

\*\*\*Training and installation assumes 3 total days on Idaho site.

Refer to Knowledge Centre license and maintenance agreement for details. Includes unlimited e-mail and telephone support for up to five named administrators for technical assistance, trouble shooting for standard KC functions and access to upgrade/releases of software. Does not include direct labor required (if necessary) to integrate the upgrade to Idaho-customized site.

b. LCMS

For evaluation purposes only please provide a lump sum cost (if your LCMS is not bundled with the LMS) for providing access to:

**NOTE: LCMS is optional and bundled with the LMS. No additional fees apply.**

Up to 250 users or 75 concurrent users per year \$/user\_\_\_\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 500 users or 125 concurrent users per year \$/user\_\_\_\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 1000 users or 250 concurrent users per year \$/user\_\_\_\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 1250 users or 300 concurrent users per year \$/user\_\_\_\_\_ or



\$/concurrent user \_\_\_\_\_

Up to 1500 users or 500 concurrent users per year \$/user\_\_\_\_\_ or

\$/concurrent user \_\_\_\_\_

Up to 2000 users or 750 concurrent users per year \$/user\_\_\_\_\_ or

\$/concurrent user \_\_\_\_\_

more than 2000 will be negotiated

For evaluation purposes only, use the numbers in the “user” category.

	Price/User	Users	Annual Cost
Year 1	\$ _____	X 75	= \$ _____
Year 2	\$ _____	X 125	= \$ _____
Year 3	\$ _____	X 250	= \$ _____
Year 4	\$ _____	X 300	= \$ _____
Year 5	\$ _____	X 500	= \$ _____

TOTAL 5-YEAR COST: \$\_\_\_\_\_ This is the fixed cost which the department will use to evaluate proposals for LCMS cost.

c. Options: Please define optional features available and their costs:

_____	Derivative License	_____	\$_40,000_	_____	Single user
_____	Meridian Player*	_____	_____	_____	_____
license	_____	\$129.00	_____	_____	_____
_____	500 User License	_____	\$15,000	_____	_____
_____	2,500 User License	_____	\$25,000	_____	_____
_____	7,500 User License	_____	\$60,000	_____	_____
_____	15,000 User License	_____	\$90,000	_____	_____
_____	20,000 User License	_____	\$125,000	_____	_____
_____	Enterprise License	_____	\$125,000 + \$3 per user over 20,000 users	_____	_____

The Meridian Player is a desktop application to extend online courseware to users with limited or no web access, playing and tracking SCORM 1.2 conformant courses offline. As a mobile learning management system, the Player will launch and track user progress through SCORM 1.2 content accessed from CD or LAN connection or downloaded from a Meridian KSI Knowledge Centre™ implementation or another online source. The Player synchronizes student data with the Knowledge Centre via web communications or other file transfer media to maintain a centralized student record.

d. Please define the training costs and separate each role based training provided (technical vs. administrative), time allocated, and any other fees associated with training implementation.

Site Administration	Provides Site Administrators with an understanding of how to establish and maintain permission group for the users within the	1 day (Two 3 hours	\$2,000 per class
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	<p>Knowledge Centre. Through the use of hands-on training exercises, Site Administrators gain knowledge in how to establish organizational hierarchies, and how to add content to the site and generate reports.</p> <p>Equipment requirements: PC with internet connection for each student Preferred training facility environment and preparations: PC lab</p>	sessions with Q&A)	
Content/Course Administration	<p>This course is designed for Course Administrators and Instructors and users who will have Content Administrator privileges. Through the use of hands-on training exercises, Content Administrators will learn how to add and manage courses, create team rooms and chat rooms, etc.</p> <p>Equipment requirements: PC with internet connection for each student Preferred training facility environment and preparations: PC lab</p>	1 day (Two 3 hours sessions with Q&A)	\$2,000 per class
SCORM Courseware Management (LCMS)	<p>This course is intended for web and instructional designers and provides an overview of SCORM, and demonstrates the usage of the SCORM Content Management tools to manage SCORM courseware in the Knowledge Centre.</p> <p>Equipment requirements: PC with internet connection for each student Preferred training facility environment and preparations: PC lab</p>	<p>Beginning: 2 days</p> <p>Advanced: 3 days</p>	\$2,400 per day
Super Administrator Training	<p>Combines site, content, course administration into a comprehensive overview of the Knowledge Centre. Through the use of hands-on training exercises, Super Site Administrators will learn how to manage and administer all aspects of the Knowledge Centre.</p> <p>Equipment requirements: PC with internet connection for each student Preferred training facility environment and preparations: PC lab</p>	3 days (Six 3 hours sessions with Q&A)	\$6,000 per class
Enterprise Learning Workshop (Two-day)	<p>The Meridian KSI executives lead a tailored two-day workshop on the strategic implementation of learning technologies, learning management systems, competency modeling, and leveraging knowledge management within your organization's learning framework.</p> <p>Equipment requirements: Single PC with internet connection and overhead projector Preferred training facility environment and preparations: Conference room</p>	2 days	\$6,000 per class

Technical Training	<p>Meridian KSI's Training and Documentation Team can provide a two-day training session for System Administrators. The System Administration course is designed to train system administrators on how to install and maintain the KC. During the training administrators will learn how to configure the KC software, make changes to the global.asa files, modify the code.</p> <p>Equipment requirements: PC with internet connection, access to the server(s) Preferred training facility environment and preparations: Informal, either PC Lab or server work area</p>	Depends on audience size	TBD
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### Invoicing, Payment and Acceptance Terms

Payment Terms are NET 30 from receipt of a correct invoice.

1. Meridian KSI will invoice the license and maintenance costs immediately upon contract award.
2. Payment (or, at a minimum, authorization for payment) for license and maintenance must be received prior to implementing any customizations of the Knowledge Centre software (including graphics, logos and any configuration).
3. Annual hosting and user and administrative support fees (if applicable) will be invoiced at the beginning of the period of performance.
4. Payment (or, at a minimum, authorization for payment) for annual hosting, user or administrative support fees must be received prior to activating support.
5. All other customization and consulting tasks will be expensed monthly based on actual accomplished work and expended efforts for the previous work period.

### Options/Scenarios for the State of Idaho Knowledge Centre LMS implementation

Scenario 1) Both DHW and DOL (DHR) implement Client/Server solution (either joint server backend or separate sites).

### License Fees – one time fees:

Product Name	Unit Cost
Meridian KSI Knowledge Centre <sup>TM</sup> - Limited User License (20,000 registered users, single branded site, single server (includes development and production servers) (includes Competency Management Suite Module) --Base license covers one of the agencies' sites (no derivative needed)	\$150,000
Additional branded site for DOL (includes DHR or other "Domain")	\$40,000
<b>TOTAL</b>	<b>\$190,000</b>

## Maintenance Fees:

Product Name	Unit Cost
Year 1 (20% of \$190K)	\$38,000
Year 2 (20% of \$190K)	\$38,000
Year 3 (20% of \$190K)	\$38,000
Year 4 (20% of \$190K)	\$38,000
Year 5 (20% of \$190K)	\$38,000
<b>TOTAL</b>	<b>\$190,000</b>

**Initial implementation services (per each uniquely branded site). The items in italics may be combined and shared for added cost savings.**

Software Item	Cost
<i>Workbook Session and Project Planning,</i>	\$20,000*
Implementation, Configuration, Testing, Beta Test support	\$55,000
Customizations and Prototype	TBD**
<i>Training and Installation</i>	<i>\$18,000***</i>
<i>Travel (2 people, 2 trips, est.)</i>	<i>\$10,000</i>
<b>Total (includes est. recommended allocation for customizations)</b>	<b>\$143,000</b>

\*see cost prop for details

Scenario 2) DHW implements Client/Server and DOL (DHR) implements the ASP hosted solution (two separate sites).

DHW license, maintenance and services fees above remain the same and scenario #1, less the derivative license/maintenance costs.

## License, Maintenance and Hosting Fees – annual fees:

Item Name	Unit Cost
Meridian KSI Knowledge Centre <sup>TM</sup> - Limited User License, Maintenance and Hosting (up to 2,500 registered users, single branded site, single server (includes development and production servers in Meridian hosted environment) (includes Competency Management Suite Module)	\$15.00 per user per year for 2,500 users*
<b>TOTAL (assumes two years, no derivatives, 2,500)</b>	<b>\$75,000</b>

\*2,500 users for a minimum of a two-year period is smallest increment for this rate. Annual total is \$37,500.

Additional branded site for other agencies (if any) <b>NOTE: (one time fee, not expected for initial implementation)</b>	\$40,000
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### Maintenance Fees:

Included above

### For Evaluation / total purposes:

	Price/User	Users	Annual Cost
Year 1	\$___ 15.00___ X	2,500	= \$___37,500___
Year 2	\$___ 12.00___ X	5,000	= \$___60,000___
Year 3	\$___ 9.00___ X	10,000	= \$___90,000___
Year 4	\$___ 6.50___ X	13,000	= \$___84,500___
Year 5	\$___ 6.00___ X	15,000	= \$___90,000___

TOTAL 5-YEAR COST: \$\_\_\_362,000\_\_\_ This is the fixed cost which the State will use to evaluate proposals for LMS cost.

**Initial implementation services (per each uniquely branded site). The items in italics may be combined and shared for added cost savings:**

Software Item	Cost
<i>Workbook Session and Project Planning,</i>	\$20,000*
Implementation, Configuration, Testing, Beta Test support	\$55,000
Customizations and Prototype	TBD**
<i>Training and Installation</i>	\$12,000***
<i>Travel (2 people, 2 trips, est.)</i>	\$10,000
<b>Total (includes est. recommended allocation for customizations)</b>	<b>\$137,000</b>

\*see cost prop for details

Scenario 3) DOL (DHR) implements the ASP hosted solution and at the end of year 2 (for example) migrates to behind-the-firewall on Idaho servers.

DHW license, maintenance and services fees above remain the same and scenario #1, less the derivative license/maintenance costs.

### License, Maintenance and Hosting Fees – annual fees:

Item Name	Unit Cost
Meridian KSI Knowledge Centre <sup>TM</sup> - Limited User License, Maintenance and Hosting (up to 2,500 registered users, single branded site, single server (includes development and production servers in Meridian hosted environment) (includes Competency Management Suite Module)	\$14.00 per user per year for 2,500 users*
<b>TOTAL (assumes two years, no derivatives, 2,500)</b>	<b>\$70,000</b>

\*2,500 users for a minimum of a two-year period is smallest increment for this rate. Annual total is \$35,000. *No additional License fees are incurred if moved to behind-the-firewall on Idaho servers.*

Additional branded site for other agencies (if any)	\$40,000
<b>NOTE: (one time fee, not expected for initial implementation)</b>	

### Maintenance Fees:

Included above through hosted period. Once under client server, the maintenance for the DOL site will be \$8,000 per year (treated the same as if it were a derivative site).

**Initial implementation services (per each uniquely branded site). The items in italics may be combined and shared for added cost savings:**

Software Item	Cost
<i>Workbook Session and Project Planning,</i>	\$20,000*
Implementation, Configuration, Testing, Beta Test support	\$55,000
Customizations and Prototype	TBD**
<i>Training and Installation</i>	<i>\$18,000***</i>
<i>Travel (2 people, 2 trips, est.)</i>	<i>\$10,000</i>
<b>Total (includes est. recommended allocation for customizations)</b>	<b>\$137,000</b>

\*see cost prop for details

### Movement to behind the firewall - implementation services:

Software Item	Cost
Installation, Testing (assumes servers configured and prepared for installation). Assumes stand alone installation.	\$4,500
Travel (2 people, 1 trip, est.)	\$5,000
<b>Total (includes est. recommended allocation for customizations)</b>	<b>\$9,500</b>

*Additional Option for either Scenario 2 or 3:*

DOL (DHR) implements the ASP hosted solution. This option breaks out the costs into separate license, maintenance, and hosting fees vs. the single per user cost.

**License Fees – one time fees:**

Product Name	Unit Cost
Additional branded site for DOL (includes DHR or other “Domain”) <i>This derivative would be available under the main Knowledge Centre 20,000 user license which was purchased under the initial client/server contract.</i>	\$40,000
<b>TOTAL</b>	<b>\$40,000</b>

**Maintenance Fees:**

Product Name	Unit Cost
Year 1 (20% of \$40K)	\$8,000
Year 2 (20% of \$40K)	\$8,000
Year 3 (20% of \$40K)	\$8,000
Year 4 (20% of \$40K)	\$8,000
Year 5 (20% of \$40K)	\$8,000
<b>TOTAL</b>	<b>\$48,000</b>

**Hosting Fees – annual fees:**

Item Name	Unit Cost
Meridian KSI Knowledge Centre™ Hosting (single branded site, single server (includes development and production servers in Meridian hosted environment) (includes Competency Management Suite Module) This price assumes minimum of 10,000 users	\$3.00 per user per year

\*10,000 users for is smallest increment for this rate. This is our most favored GSA Schedule pricing. *No additional License fees are incurred if moved to behind-the-firewall on Idaho servers.*

Additional branded site for other agencies (if any) <b>NOTE: (one time fee, not expected for initial implementation)</b>	\$40,000
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**Implementation Fees:**

Same as above.



*On-site support fees and Meridian Player pricing remains the same as in the cost proposal.*

## Courseware Development

Meridian KSI determines the pricing for courseware development based on several factors, including level of interactivity desired, media, length of courseware, the number of course modules being developed, and condition or availability of existing course materials. Conversion of existing materials will cost less than developing content from scratch. Meridian KSI will typically provide a cost estimate range, then conduct a front end analysis to validate the courseware design, and will provide a firm fixed price for the design, development, and implementation of the courseware based on these factors.

Pricing for custom content development ranges from \$8,000 per seat hour to \$40,000 per seat hour. The following are average prices for planning purposes.

Level 1: Pages of content with interactive test questions; some basic A/V and graphic production

Average price = {\$10,000} per seat hour

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Level 2: Mid-level interaction with the content, at least 20% very interactive learning activities (such as discovery exercises, drag-and-drop exercises, etc.). Sophisticated navigational controls.

Average price = {\$17,000} per seat hour

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Level 3: Simulation-based content, engaging theme development; very interactive.

Average price = {\$32,000} per seat hour

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